

Matt Nunn

President & Co-Founder, Ethos Development

Professional Summary

Matt Nunn is President and Co-Founder of Ethos Development and an experienced industrial real estate developer with more than 12 years of experience in the acquisition, entitlement, development, and delivery of large-scale industrial, logistics, and light manufacturing projects across Pennsylvania and the Mid-Atlantic region.

Over the course of his career, Mr. Nunn has been directly involved in the approval, construction, and leasing of more than **13.4 million square feet** of industrial development representing **over \$1 billion in aggregate project value**. Approximately **7.5 million square feet** of this development has been delivered in Pennsylvania. His experience spans speculative and build-to-suit facilities, single-building and multi-building developments, as well as phased industrial campuses.

Mr. Nunn has extensive experience working with municipal staff, planning commissions, zoning hearing boards, governing bodies, engineers, and solicitors on complex entitlement matters. He has led numerous public presentations and approval processes involving land development approvals, special exceptions, conditional uses, traffic impact mitigation, stormwater and environmental permitting, and community interface issues.

Prior to co-founding Ethos Development, Mr. Nunn was a partner with Trammell Crow Company. In 2021, he was recognized by the Philadelphia Business Journal as a **40 Under 40** honoree.

Representative Industrial Development Experience (2014–Present)

Aggregate Experience - Total Industrial Development: 13,427,249 square feet - **Aggregate Project Value:** \$1+ billion - **Primary Geography:** Pennsylvania, New Jersey, Maryland - **Project Types:** Distribution, logistics, warehouse, light manufacturing - **Development Formats:** Speculative, build-to-suit, single-tenant and multi-tenant, phased campuses

Selected Projects

Project	Municipality / County	Size (SF)	Year(s)
LVIP II	Bethlehem City, PA	677,088	2014
South Washington Park	Piscataway Township, NJ	523,793	2014
Lehigh Valley Trade Center	Lower Nazareth Township, PA	1,245,198	2016
Principio Commerce Center	Perryville, MD	1,148,890	2016
Lebanon Valley Distribution Center	Fredericksburg, PA	1,080,421	2017
LOC8	East Windsor Township, NJ	410,195	2017
Cranbury Logistics Center	Cranbury Township, NJ	2,783,738	2017–2019
78 Trade Center	Upper Bern Township, PA	1,008,867	2018

Project	Municipality / County	Size (SF)	Year(s)
Humboldt East Trade Center	Hazle Township, PA	440,504	2018
Steel City Trade Center	Bethlehem City, PA	483,978	2020
North East Commons	North East, MD	716,490	2020
North Valley Trade Center	North Whitehall Township, PA	1,326,522	2021
Lincoln Gateway	Secaucus, NJ	325,826	2022
Lehigh Valley Trade Center II	Lower Nazareth Township, PA	527,060	2022
Elmwood Avenue BTS	City of Philadelphia, PA	140,360	2022
Lehigh Valley Trade Center III	Lower Nazareth Township, PA	588,319	2023 Start

Current Development Activity (Pennsylvania)

Mr. Nunn currently oversees an active development pipeline at Ethos Development totaling **more than \$500 million in future industrial development**; all located within the Commonwealth of Pennsylvania and currently advancing through entitlement and land development approvals.

Identified projects include: - **South Heidelberg Township, Berks County, PA** – approximately **1,031,444 square feet** of warehouse development - **South Heidelberg Township, Berks County, PA** – approximately **319,920 square feet** of warehouse development

Development & Entitlement Experience

Mr. Nunn has led or directly managed all major phases of the industrial development process, including: - Market analysis and site selection - Land acquisition and transaction structuring - Special exception and conditional use approvals - Zoning Hearing Board proceedings - Subdivision and land development (SALDO) approvals - Traffic impact studies and off-site improvement coordination - Stormwater management and NPDES permitting - Utility coordination and infrastructure planning - Public meeting presentations and sworn testimony - Design development and construction oversight - Leasing coordination and project disposition

Professional Experience

Ethos Development

President & Co-Founder | 2024–Present - Oversees day-to-day business operations and strategic direction of the firm - Leads sourcing, entitlement, and execution of institutional-quality industrial development projects throughout Pennsylvania

Trammell Crow Company

Partner | Northeast Region | 2014–2023 - Led or partnered on more than \$1 billion of industrial development projects across Pennsylvania, New Jersey, and Maryland - Responsible for projects from initial feasibility through entitlement, construction, leasing, and disposition

Education

Columbia Business School

Master of Business Administration, Real Estate | 2014

Vassar College

Bachelor of Arts, Economics | 2009

Honors & Recognition

- Philadelphia Business Journal – **40 Under 40** (2021)
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Professional Affiliations

Available upon request